

Corporate Headquarters Recruitment Expenditures Related to HQ2
Recap includes all actual and expected expenditures as of November 7, 2018

SOURCES

Source of Project Funding	Contribution Amount	
	Value	Percent
Greater Richmond Partnership	300,000	14%
Hampton Roads Economic Development Alliance	300,000	14%
Alexandria Economic Development Partnership	100,000	5%
Arlington Economic Development Partnership	100,000	5%
Fairfax County Economic Development Authority	100,000	5%
Loudoun County Department of Economic Development	100,000	5%
Total of all local and regional contributors	1,000,000	47%
Virginia Tech	150,000	7%
Commonwealth of Virginia Economic Contingency Fund	1,000,000	47%
Grand Total	2,150,000	100%

USES

Service Provider or Type of Expenditure	Amount	
	Value	Percent
Professional services		
McKinsey & Company*	1,350,000	65%
Subject Matter (Home Front Communications LLC): paid to date*	576,797	28%
Subject Matter (Home Front Communications LLC): estimated costs not yet paid	50,000	2%
Stephen S. Fuller Institute: paid to date	35,420	2%
Stephen S. Fuller Institute: estimated costs not yet paid	15,000	1%
Total professional services	2,027,217	98%
Travel, lodging, and meals for Virginia HQ2 team	22,656	1%
Travel, meals, and facility costs for prospect meetings	9,577	0.5%
Miscellaneous (e.g., HVAC for evenings/weekends at VEDP, printing, branded items)	7,756	0.4%
Grand Total	2,067,206	100%

* Approximately 80% of this content will be used for future projects (much of it already has been utilized)